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Automotive News

November 18, 1985

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60th year—$45 per year, $1.00 per copy

G.D. Crain, 1885-1973.

Crain fund makes grants to 4 schools

To commemorate the 100th anniversary of the birth of founder G.D. Crain Jr., Crain Communications, Inc., publisher of Automotive News, has announced grants by the G.D. Crain Jr. Foundation to four universities to foster broader education in the areas of journalism, advertising and marketing.

Mr. Crain died in 1973. His centennial is being celebrated today (Nov. 18). He founded what is now Crain Communications in Chicago in 1916 with three employes.

The company now employs more than 1,000 persons in its offices in Chicago, New York, Detroit, Los Angeles, Cleveland, Akron, Reno, Dallas, Washington, London and Tokyo. It publishes 26 trade, business and consumer publications and supplies a variety of other business services.

The Medill School of Journalism of Northwestern University is the recipient of a grant of $25,000. Income from the grant will be used for the G.D. Crain Jr. Award each year to the outstanding student in the school's new management training program, designed to teach the special skills required for publication management.

A similar grant of $25,000 goes to the advertising division of the University of Illinois College of Communications at Urbana, to continue the long-standing support of the Crain Fellow designated by the school in connection with its administration of the James Webb Young Fund.

A third award of $25,000 is given to DePauw University, Greencastle, Ind., for an annual G.D. Crain Jr. Award to an outstanding student in the university's newly organized Center for Contemporary Media.

A fourth grant of $25,000 is marked for Northwood Institute, Midland, Mich., to provide funding for an annual G.D. Crain Jr. Award to an outstanding student in the college's Automotive Mar-

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Domestic dealer total declines; loss is 149 for '85 model year

By John K. Teahen Jr.
Managing Editor

Sales were good, if not great. The economic climate was favorable. But the number of dealerships handling U.S.-built makes of passenger cars declined during the 1985 model year.

The latest Automotive News census found 20,714 outlets for domestic cars on Oct. 1, down 149 from the 20,863 in operation when the season began a year earlier.

The slip compared with a gain of 46 dealerships in the 1984 model year. It was more serious than the downturn of 80 in the 1983 model year, but far less than the tremendous drops of 1,267 in 1982, 758 in 1981 and 1,643 in 1980.

Every maker except Chrysler Corp. shared in the 1985 loss. Chrysler showed a gain of 32 outlets for the model year. Ford Motor Co. held steady with a dip of only three.

Elsewhere, there were declines of 110 for General Motors, 53 for American Motors-Renault and 19 for Volkswagen. A change in the number of intercorporate duals put the industry's dip at 149 establishments.

All figures in this article and in the accompanying tables refer to the net change in the dealership population, both for the individual corporations and car lines and for the domestic industry as a whole.

The 1985 model year started well from a standpoint of dealership stability, but the picture changed as the year progressed.

In the fourth quarter of 1984 (the first three months of the 1985 model year), the domestic industry witnessed an increase of 39 outlets. That was just about wiped out in the next quarter with a dip of 38. The final two quarters of the model year brought drops of 77 and 73, respectively.

As those figures show, there was a downturn for the first nine months of the calendar year. It amounted to 188 outlets.

A look at franchise totals for the 1985 model year finds an even split—seven makes were up and seven were down. All three of the Chrysler Corp. makes registered increases as did two of the three Ford Motor entries.

Plymouth led the way with the addition of 50 franchises. Dodge was a step behind with an ad-

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GM wins fleet-subsidy lawsuit; U.S. court calls program legal

By Jake Kelderman
Washington Reporter

WASHINGTON.—The U.S. District Court in New Hampshire has held that General Motors' subsidy program on fleet sales is not illegal under state franchise laws.

The summary judgment was rendered in a case brought by 12 dealers and their state association against GM. The case marked the first time the controversial practice has been challenged in state court.

The decision is a blow to the New Hampshire dealers, but it is a bigger blow to dealers nationwide because it undercuts their efforts to get legislation passed in Congress that would eliminate fleet subsidies.

Last week, NADA's measure to make fleet/lease subsidies illegal was reintroduced in Congress.

Through its legal defense fund, NADA had supported the challenge to the practice in New Hampshire.

The dealers in New Hampshire, and nationwide, maintain that fleet incentives result in a two-tier pricing system which leaves them at a distinct disadvantage in the marketplace.

They argue that they not only pay higher prices for the cars they receive but also support an infrastructure to maintain those cars, while fleet operators have no such support operation and, indeed, count on franchised dealers to handle warranty repairs on their fleet vehicles.

In its decision, however, the court noted that fleet incentives are available to any dealer who wishes to participate in large-volume sales and that, as such, they are not discriminatory, as the dealers alleged.

"Had any of these dealers expressed an interest in participat-

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Auto pact with U.S. is sought by Mexico

By Richard Johnson
Detroit Reporter

The Mexican Government has informally proposed an automotive trade agreement with the U.S., Automotive News has learned.

The Mexican Commerce Ministry raised the issue of an auto pact last summer, prompting U.S. trade officials to survey American auto manufacturers. However, it is not clear what form such an agreement would take and discussions have so far picked up little momentum.

"There have been some very informal talks," said John Rosenbaum, of the U.S. Trade Representative's office. "The Mexicans suggested that we ought to have some kind of auto agreement.

The proposed pact apparently would not mirror the existing U.S.-Canada auto pact, which basically allows the duty-free treatment of most automotive products shipped between the two countries.

"We asked the American manufacturer representatives in Washington what they thought of the idea, and I was asked to find out what the Mexicans had in mind," Rosenbaum said. "I asked if they wanted a Canada-like agreement, and they said no."

Beyond that, he said, the Mexican Commerce Ministry had not outlined a formal proposal.

The Mexican Government has indicated "some interest in sitting down with the U.S. and discussing a long-term trade relationship," said Stephen Collins, MVMA director of international affairs. "The initial inquiries have been very preliminary; there has been nothing specific.

"The U.S has said give us some formal presentation," said Collins "I would suspect Mexico wants to insure its access to the American market. The preliminary inquiries would seem to indicate some concern about being left out."

Overall trade talks with Mexico would fit in with the U.S. Government's growing willingness to negotiate bilaterally with other countries. The Reagan Administration has announced that it is prepared to begin negotiations early next year on liberalizing trade with Canada. The matter still awaits congressional approval, but it is believed to have

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Maserati marriage

Chrysler's new 'Q-Coupe' unvieled

Styling for Chrysler's 1987 luxury two-seater, the result of a joint venture between Chrysler and Italy's Maserati, indicates a car more for the carriage trade than the hard-core sports car crowd. Powered by a choice of two Chrysler-based engines, the convertible with removable hard top is expected to be priced in the mid-$20,000 range. Story on Page 2.

breaking news

GM rejects Enasa, talks with BL

MADRID.—General Motors has pulled back from its planned acquisition of Spanish truck maker Enasa. The company, owned by the state holding group Ini, may now be sold to Toyota. Meanwhile, GM, whose approach to West Germany's MAN concern was spurned, is discussing the future with BL's Leyland Vehicles.

Mazda eyes South African pullout

TOKYO.—Mazda Motor Co. may suspend car production in South Africa or withdraw completely from the country because of the sharp decline in output resulting from the political unrest there. Mazda had reached a monthly output of about 4,000. However, since last spring, monthly production

See BREAKING NEWS, Page 6, Col. 1

Company's '86 boost climbs to average of $550 on all models

GM luxury-car prices up 15 pct.

By John K. Teahen Jr.
Managing Editor

General Motors reached for the stratosphere—and attained it—as the company priced its 1986 luxury cars last week.

The five models wear stickers that are an average of $2,915, or 15 percent, higher than those on the 1985 cars.

And GM's overall increase on 1986 models also moved up considerably.

When the corporation priced the bulk of its 1986 cars on Aug. 30, it refused to put a dollar figure on the increase. Automotive News computed that hike at $400. Folding in the luxury cars and the Buick LeSabre and Oldsmobile Delta 88, which also were omitted from the earlier figure, the average price boost on GM's 1986 cars is estimated at $550 above comparably equipped models.

That figure will not be received favorably on the fourteenth floor of the stone fortress that is home to Roger B., F. James and their associates. At the General Motors Building, the party line is: These are new cars. They are not part of the year-to-year price increase.

The increases on the luxury cars ranged from $2,284 to $3,582. Here's the rundown: The 1986 Oldsmobile Toronado is $19,418, up $2,284 or 13.3 percent from 1985.

The Buick Riviera is $19,831, up $2,787 or 16.4 percent. The Riviera T Type is $21,577, up $3,582 or 19.9 percent.

The Cadillac Eldorado is $24,251, up $2,896 or 13.6 percent.

The Cadillac Seville is $26,756, up $3,027 or 12.8 percent.

The new models have equipment that wasn't included or wasn't available on the 1985 cars. There is a much greater use of electronics. Buick, for example, mentioned a Graphic Control Center on the new Riviera. Buick said it replaces about 91 controls required in conventional systems to operate air conditioning, sound systems, a trip monitor and gauges.

There isn't much change in the usual niceties of luxury cars—power assists and comfort and convenience items. They were already standard on those models.

The cars have been redesigned and downsized for 1986. They are considerably smaller, although GM says interior dimensions of the 1985 models have been retained.

Wheelbase has been reduced six inches, and overall length has been slashed 16 to 19 inches. Curb weight of most models has been cut some 400 pounds.

Another change: Riviera and Toronado have a V-6 engine, replacing the V-8 in the 1985 models. The V-6 is a powerful and sophisticated power plant, but it may not please those who insist that a luxury car should have a V-8 under the hood.

It will be a while before the market renders a judgment on the 1986 Riviera, Toronado, Eldorado and Seville.

As of introduction day (Nov. 14), 4,700 of them had been built at the new Detroit-Hamtramck assembly plant (the only source), but 2,700 of them were still at the plant awaiting various fixes.

So there were only 2,000 in the showrooms. Oldsmobile has 3,200 dealers, Buick has 2,955 and Cadillac has 1,610. Even if no dealer received more than one car, 75 percent of the three divisions' dealers had none to sell.

Matt DeLorenzo

The Ford in our future—via Korea

This prototype of the Ford Festiva minicar, which is smaller than the Escort, was on display at the Tokyo Auto Show. Designed by Mazda (25 percent Ford-owned), the car will be built in Korea by Kia, a company that is 10 percent owned by Mazda. The Festiva will go on sale here in 1988.

Chrysler going outside on specialty models

By Dan McCosh
Detroit Reporter

Chrysler Corp.'s latest strategy on small-volume specialty cars means that much of the development work and even production will be going to outside suppliers, according to Donald P. Morrisey, general manager of Chrysler's new Special Vehicle Management department.

It's a tactic that has been evolving for several years, most noticeably with the joint Chrysler-Maserati production of the upcoming 1987 "Q-Coupe," a two-passenger luxury sporty car.

Photo on Page 1

More recently, Shelby American Corp., which has developed several specialty cars for Chrysler, formed a separate company intended to develop and manufacture other Chrysler specialty cars in California.

"We're not huge, but we're quick," Morrisey said of his 24-man team of Chrysler development engineers.

The sparse group currently supervises the existing Chrysler-Shelby projects, such as the GLH turbo, and handles liaison with Maserati. Chrysler's internal group is big enough only to supervise and conceive new programs, Morrisey said. Design, development and manufacturing will be done mainly by outside companies.

Morrisey cited several reasons for outsourcing low-volume programs.

"One is the time element," he said. "With fewer people, it's faster. The other is that an independent program doesn't interfere with mainstream, high-volume activities. Also, we sometimes can take a different approach to manufacturing, possibly making a car at lower cost."

Chrysler's planned specialty-car projects could mean significant volume for independents such as Shelby and Maserati. The Maserati program is expected to yield two or three cars, while Chrysler's high-output turbo Lancer, due in 1987, also will be done outside.

The latter involves body modifications, an engine with 225-plus HP and engine and transaxle supplied by West Germany's Getrag.

"We're going to do top-of-the-line image cars, modify some vehicles and do limited volumes of production," Morrisey said.

Dismal October sales hike domestic count

Car supply grows to 65 days

By Kathleen Hamilton
Assistant Managing Editor

The stockpile of domestic cars at dealerships and factories got back to normal after the tremendously effective 1985-model cleanup, but industry sales were so slow last month that the Nov. 1 days-supply figure became uncomfortably high.

There were 1,433,567 new domestic cars in stock and in transit on Nov. 1, up considerably from the 1,242,071 of a month earlier but in the same ballpark as the rest of the year. (On Nov. 1, 1984, there were 1,296,182 cars in stock, but the number jumped to the 1.4-million range the following month and hovered between there and 1.6 million until Oct. 1, 1985.)

The uncomfortable part about this month's opening inventory comes when the stockpile is divided by the dismal daily selling rate for October. It means a 65-day supply, the highest since the haulers went on strike and cars piled up in factory lots throughout the land.

On Oct. 1, there was an unusually low 36-day supply; on Nov. 1 one year ago, the number was 51 days. That was just about where the domestic industry likes to see its stocks.

To some extent, the makers deserved the numbers they got this month: Ford Motor Co., Honda, Nissan, Volkswagen and especially General Motors upped their production during the month.

The accompanying table shows days-supply figures for individual lines doubling and even trebling with regularity.

Only three lines decreased their days-supply figures: Caravelle, thanks in large part to a big production decrease; Corvette, despite a production increase, and the new Toronado, although its production is still too low to make any significant impact.

Every market segment turned in higher days-supply figures for the month. The inventory was split this way by segments on Nov. 1: Subcompact, 17.09 percent; compact, 21.54 percent; intermediate, 37.91 percent; standard, 11.36 percent, and luxury, 12.10 percent.

On Oct. 1 the shares were: Subcompact, 18.34 percent; compact, 21.03 percent; intermediate, 35.89 percent; standard, 11.11 percent, and luxury, 13.63 percent.

By company, the latest stockpile was shared: GM, 61.59 percent; Ford, 20.28 percent; Chrysler Corp., 13.63 percent; American Motors, 2.86 percent; VW, 1.18 percent; Nissan, 0.27 percent, and Honda, 0.19 percent. (All figures in this story refer to domestically produced autos only.)

On Oct. 1, the split was: GM, 57.70 percent; Ford, 19.95 percent; Chrysler, 17.32 percent; AMC, 3.30 percent; VW, 1.19 percent; Nissan, 0.33 percent, and Honda, 0.21 percent.

Following are the cars by size class and their days-supply figures.

Subcompact—Encore, 141; Nova, 112; Fiero, 102; Alliance, 101; EXP, 96; Laser, 85; Daytona,

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Bankruptcy, lawsuit and dealer losses

Novel car-finance program faces problems

By Jake Kelderman
Washington Reporter

WASHINGTON.—What began as a novel and highly successful approach to making new and used-car financing available to consumers who might not otherwise qualify has landed nearly 1,000 car dealers across the country in a financial mess.

The company that originated the program is in bankruptcy court, and a major U.S. insurance company is faced with a $20-million lawsuit.

Early in 1982, PAL Auto Corp., Indianapolis, a subsidiary of Disc Cos., a dealer services business, developed what it called a "Hedge-Option" plan.

For a set fee to the dealer, it would assume the financing risk on new and used cars sold to consumers who might fail to qualify with conventional financing sources.

Typically, the dealers' fee would amount to a fixed percentage of the amount financed (3 percent on a 24-month loan, 6 percent on a 60-month loan) and was used in part to cover losses incurred because of repossessions.

Strictly a cash-flow business, PAL carried a policy with Home Insurance to cover a portion of any losses it might suffer on a repossession and, allegedly, all exposure under Hedge Options written should it cease to exist.

The arrangement worked beautifully for the first few years with PAL signing up some 1,800 auto dealers nationwide and writing more than 100,000 Hedge Options. But last spring, the bottom started to fall out.

Home Insurance, perhaps because it, like the rest of the casualty insurance business, had been battered by heavy losses in 1984 (Automotive News, July 8-15-22), raised Pal's premium to a level the "brokerage" company said it could not pay and still remain profitable.

According to PAL, Home Insurance then also began to "delay and reject" claims submitted by PAL, leading first to a cash-flow difficulty and eventually to the need to file for Chapter 11 protection.

"We tried to get a new insurance carrier and cover claims from our reserve fund, but insurance offered by other companies was no better and our reserve fund was not inexhaustable," said John Kidwell, PAL executive vice president.

Kidwell said Home Insurance still owes PAL for 700 claims it has already paid to dealers and that there are 800 to 900 outstanding repossessions it (PAL) has yet to process.

At an average of $7,000 exposure to the dealer holding the Hedge Option, that is approximately $5.5 million to $6.3 million in outstanding claims, he said.

Michael Jeffrey, Indianapolis branch manager for Home Insurance, said his company was still processing PAL claims but was unsure as to whether it is paying them.

"We are holding some checks because we haven't determined whom they go to," he said. Jeffrey said he could not comment on any other aspect of the PAL situation.

According to several dealers who signed up with PAL, they were under the impression that if PAL should cease to exist, Home Insurance would cover their claims under the Hedge Option.

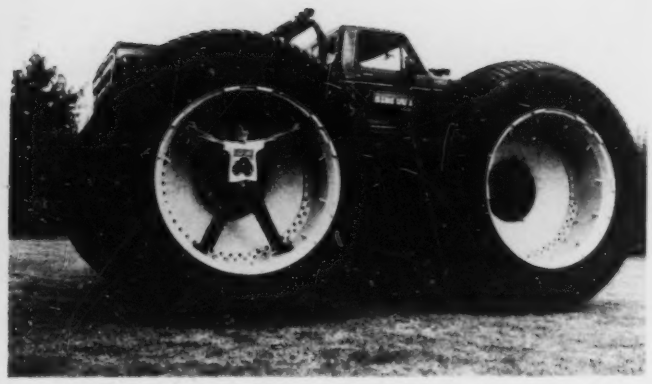
But, according to Michael Kirby, of the Indiana Department of Insurance, "This is not clear in the policy between Home and PAL." Kirby said his department had a "formal investigation" under way.

Meanwhile, PAL has sued Home insurance for $20 million alleging a breach of contract by the insurance company.

Meanwhile, the dealers who signed on for the Hedge Option plan are trying to organize a unified front to protect themselves. Approximately 1,500 of them (about 1,000 of whom have claims against PAL) still have "exposure" under the Hedge Option plan with some carrying as much as $1 million in potential liability.

According to several who wished to remain anonymous, they hope to get all the dealers together and file claims against PAL and Home Insurance as one entity, hopefully by December.

Said a Maryland dealer, "This program helped me sell a good many more cars last year; its really a shame its ended."



San Francisco show to feature Bigfoot

Ford Motor Co. will feature Bigfoot as part of its display at the San Francisco International Auto Show at Moscone Center, Nov. 28-Dec. 8. Bigfoot boasts a Ford 460 engine bored out to 472 cubic inches with electric high-volume fuel pumps and two Predator racing carburetors atop a 671 Hampton Blower. Built without blueprints by trial and error, Bigfoot utilizes a series of tires including the new 120x48x68 10-foot Tundra Tires that weigh approximately 2,500 pounds each.

CAFE rollback challenged by California, 4 big cities

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—A coalition of consumer and environmental groups has sued the government in an effort to overturn the one-year rollback in the 1986 CAFE standard for passenger cars.

They are being joined by the state of California and the cities of Los Angeles, New York, Chicago and Boston. The urban areas are among those which currently cannot attain the required ambient air quality standard mandated for 1987.

California and the four cities are challenging the CAFE rollback on grounds of increased air pollution caused in part by the extra 1.5 billion gallons of fuel that will be consumed.

NHTSA has reduced the 1986 passenger-car CAFE to 26 MPG from 27.5 MPG.

The Center for Auto Safety, Ralph Nader's Public Citizen, the Union of Concerned Scientists and the Environmental Policy Institute, going to court as promised, contend that the alleged shift in consumer demand is not a legally acceptable reason for lowering the 27.5-MPG fuel-economy standard.

Instead, they say, Congress intended the standards to force the auto makers to sell fuel-efficient cars, not to accede the the manufacturers' desires to sell fuel-inefficient cars.

The second argument used by the Center for Auto Safety is that NHTSA illegally set the standard at 26.0 MPG although both General Motors and Ford Motor Co. acknowledged that they could reach 26.3 MPG. The law requires setting the standard at the "maximum feasible level."

The Automobile Importers of America, while not formally filing a petition, did request relief for its European members—Jaguar, BMW, Volvo, Saab, Peugeot and Porsche. Mercedes-Benz, whose fuel-economy numbers indicate it needs relief as much as anyone, did nothing. The rollback has been vigorously opposed by Chrysler Corp.

Joan Claybrook, now president of Public Citizen and head of NHTSA in the Carter Administration, said that rolling back the standard "makes no sense" since both GM and Ford can make fuel-efficient cars far exceeding 27.5 MPG . . ."

Clarence Ditlow III, director of CAS, said Ford and GM can offer incentives to get consumers to buy fuel-efficient cars but have decided they want to sell "vehicles which are more profitable, but less fuel efficient, and NHTSA is making it possible for them to do it without paying the penalties they would otherwise have to pay."

He added: "If fuel-economy standards can be relaxed whenever GM and Ford find them inconvenient, gasoline consumption will rise and the public will be more vulnerable to any price hikes or cutbacks in imported oil."

The other petitions for review filed in the U.S. Court of Appeals for the District of Columbia claim the rollback of the CAFE standard will increase air pollution.

The position taken by New York

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Mazda plans to hike its work with Ford

By Francis J. Gawronski
Tokyo Bureau Chief

OSAKA, Japan.—Now that Ford Motor Co. has been taken off the Arab League's boycott list, Mazda Motor Co. has indicated that it will strengthen and, in some cases, expand working agreements with its U.S. automotive partner. Ford owns 23.8 percent of Mazda.

According to Moriyuki Watanabe, Mazda chairman, Mazda will move to promote and exchange technological tieups with Ford and eventually to produce automobiles in Europe with Ford of Europe, Inc.

Because of the glut of cars being produced in Europe at present, Watanabe dismissed the possibility of immediate joint production with Ford of Europe.

However, at his quarterly press conference, Watanabe indicated that the joint production project could materialize sometime after Mazda begins production at its plant in Flat Rock, Mich., in 1987.

Watanabe said competition is intensifying in Europe but auto makers there will eventually be integrated. He said that joint production with Ford could help the European auto industry restructure itself.

A venture with Ford of Europe, Watanabe said, will be one of Mazda's largest-scale projects after U.S. production starts in 1987.

He said Mazda will "positively" promote technological exchanges with Ford in the U.S. The tieup should center on Ford's advanced technology in such areas as materials and electronics-related components, including engine control systems, he added.

Mazda has been reluctant to

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Saab looks to Norway as assembly-plant site

By Knut Moberg
Staff Correspondent

OSLO, Norway.—Saab will consider construction of a Norwegian car plant if it believes the long-term demand for its cars is going to outrun the new capacity in Sweden.

Georg Karnsund, president of Saab-Scania, has confirmed that discussions with the authorities in Norway have started. But other company officials stress that no decision has been made to go beyond the 150,000 annual output planned for 1988.

They also point out that Saab has been presented with two similar expansion possibilities by the town of Arlov, near Malmo, where it already has an assembly plant.

What is certain is that any volume development plans for the late 1980s will not embrace Trollhattan, where Saab's main production is located. Trollhattan is bursting at the seams following the construction of a new paint plant recently. That lifted the company's capacity from around 100,000 to the 150,000 that is planned for three years hence.

Another factor is the start of construction of Volvo's new car factory at Uddevalla, only 14 miles from Trollhattan. It will make it even more difficult for Saab to recruit skilled workers when it opens toward the end of 1987, initially with a single-shift capacity of 40,000 annually.

The other long-term choice for Saab is to stay at the 150,000 level. It may decide that a period of consolidation is required following a doubling of volume during the past decade.

This year, it expects to produce a record 112,000. The majority (60,000) will emerge from Trollhattan, and the remainder from Arlov (18,000) and the Finnish factory at Uusikaupunki (34,000).

A decisive factor in the development of the company's long-term needs will be what happens in the U.S., where one-third of its volume is sold. All research that Saab has seen indicates continued strong growth for cars in the 2.8-liter to 3.0-liter luxury range—precisely where the 900 and 9000 are pitched.

This year's U.S. sales are expected to approach 40,000. Next year's target is around 45,000, and the expectation is that by the end of the decade Saab could be shipping 60,000 cars a year to the U.S.

"There is no reason why we could not become a 100,000-a-year importer in the U.S. in the 1990s," a Saab executive speculates.

When those kinds of projections are added to the developments the company anticipates in mainland Europe, 150,000 begins to seem an inadequate number. Saab is putting a lot of investment and effort into dealer development, particularly in West Germany and France, where it has been weak. This, and the (late) arrival on the market of the new 9000, are expected to form the basis of a renewed European sales effort.

Certainly a lot of credence is being given in Norway to Karnsund's remarks. Sources indicate a location, output and employment level have been established for any new factory. It would be at Ostfold, about four hours by road from Trollhattan, produce 40,000

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Porsche buying out its three distributors

By John A. Russell
New York Staff Writer

NEW YORK.—Porsche Cars of North America will assume all distribution of its cars in the U.S. effective Jan. 1 and is now working out financial arrangements with the three independent distributors who supplied 12 states. The total cost to PCNA is not known.

John A. Cook, PCNA president, said that last year, when PCNA assumed responsibility for the importing, marketing and distribution of Porsche cars in the U.S., agreements were made with the three distributors to provide services to PCNA for a period of time.

Also, under those agreements, PCNA could assume the distribution responsibility at any time in the 12 states.

The company decided to exercise its option effective Jan. 1.

The agreements with the independent distributors came about as part of the German maker's decision to part company with Volkswagen of America last year and market its product on its own. The distributors are the last remaining VW independents. They went to court but reached out-of-court agreements with PCNA though the exact terms of those agreements were not made public.

According to reports at the time, the three distributors accounted for 22 percent of Porsche's wholesale business in the U.S.

The distributors are World-Wide Volkswagen Corp., which has rights to Connecticut, New Jersey and New York; Porsche Audi Northwest, Inc., which has the rights to Alaska, Idaho, Montana, Oregon and Washington, and, Volkswagen Mid-America, which distributes in Arkansas, Kansas, Missouri and Nebraska.

Under the terms of the agreements, the dealer body is contracted to PCNA.

As for the total cost to PCNA, a spokesman for the company said this was being prepared and it is based on a formula under which PCNA would have to compensate the distributors for lost net profits.

He would not speculate on the total cost.

He said all cars would go through the PCNA system, which has distribution centers points in Reno and in Charleston, S.C.

Crafts for street and sky

Richard Bridenstine, field operations manager for Chrysler Corp.'s San Francisco sales zone, is flanked by members of the U.S. Navy's Blue Angels Flight Demonstration Squadron. Chrysler provided 14 vehicles for their use during their visit to San Francisco as part of Fleet Week. A Dodge 600-ES convertible is shown in front of a A-4 Skyhawk fighter aircraft used by the Blue Angles in their precision flying demonstrations.

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60th year—No. 5101

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Total is lowest since 1981; VW only gainer

Early-month sales dive 22 pct.

By Jenny L. King
Detroit Reporter

Early-November domestic new-car sales can only be described as dismal. Something like the three solid weeks of rain and gray weather the Motor City has suffered.

Sales plunged 22.15 percent from the comparable year-ago level and fizzled to their lowest daily selling rate since the pre-incentive Aug. 1-10 period.

Record-setting August and September totals still help the 1985 year-to-date total keep its distance from 1984. But the first November period was the fourth consecutive downer following the good times.

New-car sales numbered 146,969 Nov. 1-10, down 22.15 percent from 188,775 the preceding year and the lowest for the period since 1981 when 142,143 sales were recorded.

The absence of one selling day this year didn't help matters. The daily rate was down to 18,371 based on eight days versus the 20,975 average from nine in 1984. It was the weakest pace since the Aug. 1-10 rate of 17,693.

On either a straight numbers or daily-rate comparison, Volkswagen was the only major U.S. maker to surpass its year-ago level. VW sales of 1,119 were up 75.67 percent from only 637 in 1984; it was a 100-percent daily-rate increase.

General Motors' passenger-car sales dropped 15.38 percent, to 87,224 from 103,075 last year (down 4.80 percent daily rate). Ford Motor Co. sales of 31,248 were down 39.89 percent from 51,988 (down 32.32 percent daily rate). Chrysler slipped 16.98 percent, to 20,895 from 25,168 (down 6.60 percent daily rate).

American Motors reported an early November sales estimate of 2,300 passenger cars, down 45.24 percent from 4,200 (down 38.26 percent daily rate). Honda sales tumbled 22.23 percent, to 2,883 from 3,707 (down 12.59 percent daily rate). Nissan reported sales of 1,300 Sentras in the period.

GM's share of the early November domestic market climbed to 59.35 percent from 54.60 percent. Ford plunged to 21.26 percent from 27.54 percent. Chrysler moved up to 14.22 percent from 13.33 percent.

AMC fell to 1.57 percent from 2.23 percent. VW had 0.76 percent this year compared with 0.34 percent in 1984. Honda earned 1.96 percent, exactly the same share as a year ago, and Nissan had 0.88 percent of this year's market.

Chevrolet, with a 2.53-percent increase, was the only GM make to better its sales year to year. Buick was down 32.10 percent, Cadillac was down 32.78 percent, Oldsmobile slipped 15.86 percent and Pontiac was off 22.81 percent.

Ford dropped 37.10 percent, Mercury plunged 51.36 percent and Lincoln was off 25.07 percent. Plymouth was down 25.08 percent, Chrysler dropped 18.61 percent and Dodge was off 8.84 percent.

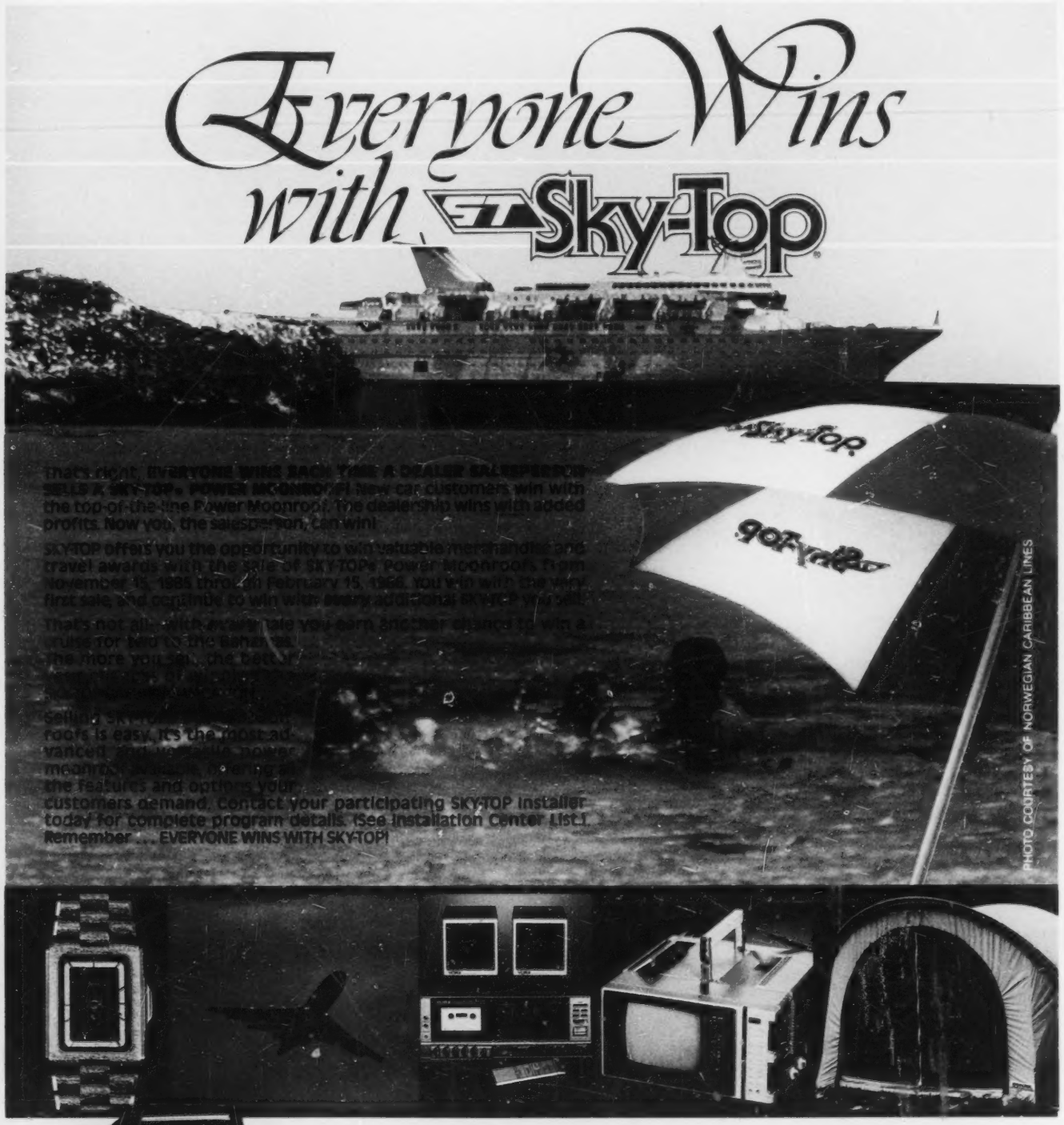
AMC was down an estimated 25.00 percent, Renault slipped 47.37 percent, Honda was down 22.23 percent and VW soared 75.67 percent.

Chevrolet's Celebrity was the top-selling U.S. nameplate for the period with sales of 8,544. Ford Escort was second at 8,198, followed by Chevrolet Cavalier at 7,740, Oldsmobile Cutlass Ciera at 7,583 and Chevrolet Caprice at 5,549.

DOMESTIC SALES

	Nov. 1-10, 1985	Nov. 1-10, 1984
Renault		
Alliance-Encore	2,000†	3,800†
AMC	300†	400†
AMERICAN MOTORS	2,300†	4,200†
Chrysler	6,857	8,425
Plymouth	5,651	7,543
Dodge	8,387	9,200
CHRYSLER CORP.	20,895	25,168
Ford	21,414	34,043
Mercury	6,684	13,741
Lincoln	3,150	4,204
FORD MOTOR CO.	31,248	51,988
Buick	12,870	18,954
Cadillac	5,000	7,438
Chevrolet	34,522	33,670
Oldsmobile	21,024	25,117
Pontiac	13,808	17,888
GENERAL MOTORS	87,224	103,075
VOLKSWAGEN	1,119	637
HONDA	2,883	3,707
NISSAN	1,300	0
U.S. INDUSTRY TOTAL	146,969	188,775

†—Estimate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Wants exemption from gas-guzzler tax

GM seeks a break for big wagons

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—General Motors is trying to get an exemption from the gas-guzzler tax for its five standard-size station wagons. It is estimated that the tax would cost GM (or its customers) some $208 million during the next four years.

The five wagons are Chevrolet Caprice Classic, Pontiac Parisienne, Oldsmobile Custom Cruiser, Buick LeSabre and Buick Electra.

Pending before the House tax-writing Ways and Means Committee is a "technical correction" proposal, designed by GM lobbyists to apply only to GM station wagons but—as is customary—not mentioning a company name.

The exact language: "The provision in the bill relating to the gas-guzzler tax would not apply to any station wagon sold by the manufacturer or producer before July 1, 1990, if the station wagon is equipped with more than 6 seat belts and is a model being produced on the date of enactment of this Act."

Those GM wagons (about 2.5 percent of GM sales in the 1984 model year) would be subject to a $500 or $650 gas guzzler tax (depending on whether they miss the 22.5-MPG guzzler limit by less than 1.0 MPG or by more than 1.0 MPG but less than 2.0 MPG) for 1986 models.

In 1978, when Congress passed the gas guzzler law, GM had the loaded-weight limit set at 6,000 pounds and the legislative intent was to exempt the GM limousine. But equally clear was Congress' intent to cover vehicles like Rolls-Royce.

Because of its atrocious gas mileage, Rolls-Royce (or perhaps its customers) has been paying the top tax—$2,650 per car this year. But Rolls discovered belatedly that it could have avoided the tax by more careful research of the DOT definition of "loaded"—curb weight plus 150 pounds per belt seating position plus a luggage allowance for each.

The Internal Revenue Service has not agreed to make refunds to Rolls-Royce, however, because of the clear legislative history of Congress' intent to cover sales of such obvious gas guzzlers as the Rolls vehicles, which still get a stately 11 or 12 MPG.

Rolls-Royce, therefore, has attempted to get its refunds through this same "technical corrections" route to the House Ways and Means Committee.

But when GM learned of the Rolls backstage operation, it decided to try for its own relief, drafting language that applies only to its production plans for its station wagons with V-8 engines.

Ford Motor Co. apparently has settled its gas-guzzler problem in another perfectly legal way, although it also was faced with guzzler taxes on its station wagons that could have amounted to more than $135 million during the next four years.

The route taken by Ford was to change the mix in its EPA weight classes—mixing cars and station wagons—and thus adjust its gas-mileage readings.

Meanwhile, this year Chrysler Corp. will be paying a $500 gas-guzzler tax on its Chrysler New Yorker (or Dodge Diplomat or Plymouth Gran Fury) with a 318-CID V-8 engine.

Both companies can point to the "spirit" of the gas guzzler law: That even though per-vehicle gas mileage is not low, the per-person transportation is—unlike Rolls-Royce and other luxury vehicles with limited passenger space.

Roll on, roll on

Timken Co. says heavy-duty truck operators are switching to roller bearings for fan clutches from double rows of ball bearings for increased durability. Timken developed bearing series for front-drive cars which allow high-production of bearings in sizes applicable to other applications, such as fan clutches.

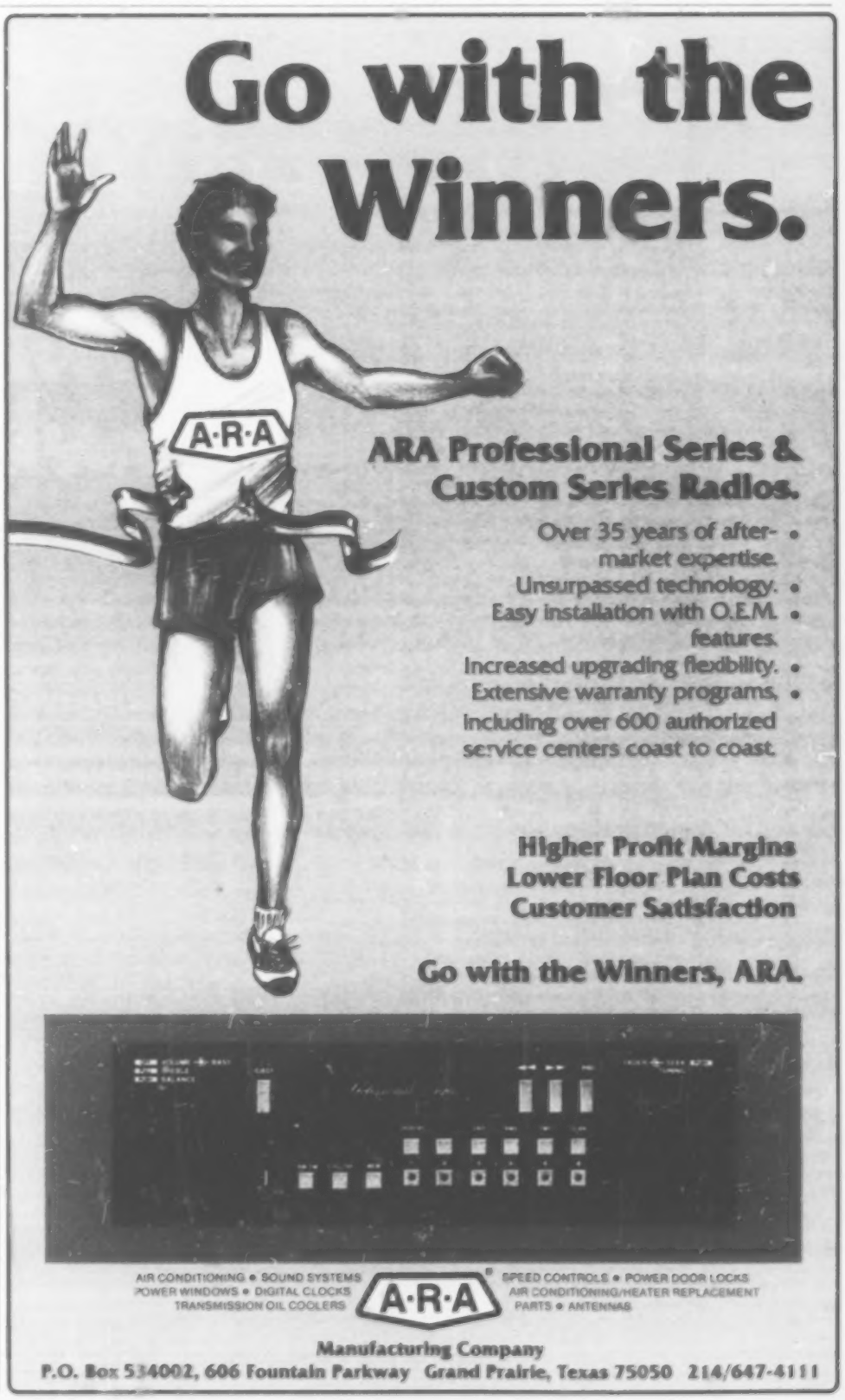
MAJOR MANUFACTURERS BY SEGMENT

	October		Year-to-Date	
	1985	1984	1985	1984
Light-Duty	101,625	105,835	1,014,428	942,388
Medium-Duty	4,077	3,610	38,621	33,815
Heavy-Duty	1,133	999	12,891	10,103
Ford Total	**106,835**	**110,444**	**1,065,940**	**986,306**
Light-Duty	99,449	97,233	1,079,213	929,714
Medium-Duty	2,406	1,570	17,622	16,616
Chevrolet Total	**101,855**	**98,803**	**1,096,835**	**946,330**
Light-Duty	24,978	23,897	264,516	237,287
Medium-Duty	2,223	2,393	25,102	23,971
Heavy-Duty	984	1,208	9,277	12,643
GMC Total	**28,185**	**27,498**	**298,902**	**273,901**

LIGHT-DUTY OCTOBER, YEAR-TO-DATE SALES

	October		Year-to-Date	
	1985	1984	1985	1984
Vans	14,190	17,565	156,004	147,121
Aerostar	6,470	0	13,927	0
Club Wagon	2,285	3,325	27,007	26,801
Ranger	22,967	19,482	202,646	187,550
Bronco	4,915	4,657	42,824	38,627
Bronco II	11,261	8,321	85,182	83,385
Pickups	39,537	52,485	486,838	458,904
Ford	**101,625**	**105,835**	**1,014,428**	**942,388**
Vans	10,281	12,867	128,524	136,341
Sportsvan	1,560	1,485	18,180	19,486
Astro	9,033	0	86,444	0
S-10	19,241	16,381	179,259	161,826
S-10 Blazer	21,802	13,344	151,188	118,503
El Camino	1,944	1,746	17,471	20,037
Blazer	4,270	3,929	37,798	39,912
Suburban	5,091	4,377	49,420	43,070
Pickups	26,227	43,104	410,929	390,539
Chevrolet	**98,449**	**97,233**	**1,097,213**	**929,714**
Vans	6,270	5,648	55,374	61,111
Ram Wagon	3,495	2,733	34,658	34,128
Voyager	9,230	7,218	89,506	68,178
Caravan	9,670	7,551	95,415	70,808
Mini Ram Van	1,583	2,477	20,013	15,945
Ram 50	6,117	5,556	59,127	43,122
Other Plymouth Trucks	0	0	0	378
Ramcharger	1,020	2,382	26,972	23,241
Rampage	0	622	0	8,843
Pickups	10,862	11,556	142,295	111,795
Chrysler	**48,247**	**45,746**	**523,360**	**438,549**
Vans	2,894	3,650	34,728	39,822
Safari	2,246	0	20,592	0
S-15	4,377	3,529	40,215	37,531
S-15 Jimmy	4,733	3,219	34,450	28,572
Jimmy	865	592	7,308	7,174
Caballero	242	223	2,151	2,331
Suburban	1,631	1,430	15,192	13,799
Pickups	7,677	10,622	103,960	103,049
Isuzu Model	313	632	5,920	5,009
[illegible]	**24,978**	**23,897**	**264,516**	**237,287**
[illegible]	3,356	3,613	31,974	35,774
Wagoneer	1,258	1,960	10,627	16,510
Cherokee	9,367	6,641	76,057	54,236
Grand Wagoneer	2,434	1,917	14,176	15,304
Comanche	2,343	0	3,466	0
Pickups	145	251	1,612	2,921
Jeep	**18,903**	**14,382**	**137,912**	**124,745**
Toyota	25,531	19,936	270,536	215,629
Nissan	14,867	16,046	226,302	170,077
Mazda	11,317	9,586	96,649	100,647
Isuzu	6,170	3,897	64,608	35,615
Mitsubishi	2,824	2,155	21,811	13,686
Imports	**60,709**	**51,620**	**679,906**	**535,654**
Industry Total	**353,911**	**338,713**	**3,699,335**	**3,208,337**

*Nissan includes domestically-built units in Tennessee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factories list auction dates

American Motors

Nov. 19—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Nov. 20—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 21—Evansville Auto Auction, Evansville, Ind.; Northway Exchange, Clifton Park, N.Y., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Nov. 22—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 26—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Nov. 27—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind., and Columbus Fair Auto Auction, Obetz, O.

Chrysler Corp.

Nov. 19—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Nov. 20—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O., and South Seattle Auto Auction, Kent, Wash.

Nov. 21—Atlanta Auto Auction, Red Oak, Ga.; Fredricksburg Auto Auction, Fredricksburg, Va., and Indianapolis Auto Auction, Indianapolis.

Nov. 26—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

Ford Motor Co.

Nov. 20—Northway Exchange Clifton Park, N.Y., and Golden Gate Auto Auction, Fremont, Calif.

Nov. 21—Arena Auto Auction, Chicago; Floyd Hauhe Auto Auction, Bridgeton, Mo.; Denver Auto Auction, Englewood, Calif., and Baltimore-Washington Auto Exchange, Baltimore.

Nov. 26—South Seattle Auto Auction, Kent, Wash.

Nov. 27—Clanton's Auto Auction, Darlington, S.C., and Big H Auto Auction, Houston.

General Motors

Nov. 19—Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Nov. 20—Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis, and Metro Auto Auction of Kansas City, Kansas City.

Poster campaign promotes use of seat belts

WASHINGTON—Posters showing how seat-belt use saves lives soon will be displayed in communities across the nation as part of a program by new-car, light-truck, tire and auto service dealers to build support for state seat-belt-use laws.

Captioned Saved by the Belt, the poster features testimonials by singer/actress Barbara Mandrell, New York Gov. Mario Cuomo and others who have escaped death or serious injury because they were wearing seat belts when they were involved in traffic accidents.

On the other side of the poster is a listing of potential cost savings and the number of deaths and injuries that could be prevented by a belt-use law in each state.

The posters are being distributed free to community groups by the Dealers Safety and Mobility Council, an affiliate of the Highway Users Federation.

The poster campaign is part of a community relations program called Say Yes to Seat Belts, which also features a 13-minute audio-visual presentation and handout literature provided free to service clubs, schools and other community groups by participating dealers.

Those interested in obtaining the audio-visual presentation or the posters from a local dealer are invited to contact the Dealers Safety and Mobility Council, 1776 Massachusetts Ave. N.W., Washington, D.C. 20036; telephone (202) 857-1251.

Used Car Sales
Auction Averages

Nov. to date	$4,648
Month ago	$4,743
Year ago	$5,117

Model Breakdown
Auction Averages

	NOV 1985	OCT 1985	SEPT 1985
1985	$9,721	$9,706	$10,176
1984	$6,753	$6,891	$7,430
1983	$5,813	$6,047	$6,177
1982	$4,761	$4,870	$4,860
1981	$3,542	$3,591	$3,991
1980	$2,775	$2,896	$3,008
1979	$2,759	$2,404	$2,519
1978	$1,705	$1,765	$1,848
Overall Average	$4,648	$4,759	$4,883

EPA charges N.Y. firms with violating fuel rules

NEW YORK—EPA has notified 59 gasoline refiners, retailers and distributors in New York City and three New York counties that they could face a combined total of $370,000 in penalties for violating fuel regulations of the Clean Air Act.

The Department of Justice, on behalf of EPA, has also filed enforcement cases in U.S. District Court seeking more than $500,000 in penalties from four other gasoline distributors for alleged violations of the same regulations.

The gasoline distributors and vendors were charged with selling leaded gasoline as unleaded gasoline. Penalties were also proposed against some refiners because contaminated unleaded gasoline was sold at their branded stations.

The Department of Justice action is being taken against gasoline distributors who had previously been notified of alleged violations of the Clean Air Act's fuel regulations. The department is seeking $10,000 per day for each day the contaminated gasoline was sold to the public.

An EPA regional administrator said the violations hurt consumers two ways: "First, motorists are cheated by paying the higher unleaded price for leaded gasoline and, second, lead destroys the effectiveness of the car's expensive catalytic converter."

EPA routinely monitors large metropolitan areas for compliance with fuel regulations to ascertain whether non-attainment of the National Ambient Air Quality Standards is attributable to automobile pollution.

The notices of violation allow respondents to establish that they are not liable for the alleged violations. If a settlement is not reached, however, the cases are referred to the U.S. Department of Justice for prosecution.

Schneider signs for Downtown Ford

Donald Schneider signs with Ford Division for Downtown Ford, Inc., Canton, O. Witnessing are James Murphy, left, Ford Division Cleveland district sales manager, and James Lang, general manager of the dealership.

Reynolds chairman completes retirement

DAYTON—E.F. (Pat) Strasser, 64, Reynolds and Reynolds board chairman, has completed his retirement from the firm by stepping down from both the chairmanship and the board of directors.

Strasser's retirement program began in February, 1984, when he stepped down as chief executive and remained as chairman of the board and a director. He joined the company in 1956 as a forms salesman. Strasser became executive vice president in 1971, president in 1976, chief executive officer in 1977, and chairman in 1982.

IMPORT SALES BY MODEL

	Oct. 1985	Oct. 1984	10 Mos. 1985	10 Mos. 1984
ALFA ROMEO	365	235	4,001	3,088
AUDI	6,253	6,020	61,485	59,994
4000	0	319	0	10,100
4000S	1,505	789	14,811	3,416
4000S Quattro	450	281	3,904	3,492
5000S	3,520	3,739	33,012	34,850
5000S turbo gas	413	656	6,583	4,994
5000CS Turbo Quattro	43	0	43	0
Quattro turbo	6	4	73	59
Coupe	316	232	3,059	3,083
BMW	7,507	5,971	73,798	57,728
318/320	2,023	1,740	21,613	25,112
325e	311	1,914	1,327	11,531
524 TD	2,236	0	24,390	0
528e/535i	1,300	1,347	14,655	12,283
635CSI	399	179	3,737	2,202
735i	1,238	791	8,076	6,600
CHEVROLET	11,192	1,210	63,850	8,522
Spectrum	5,891	0	43,438	0
Sprint	5,301	1,210	20,412	8,522
CHRYSLER/MITSUBISHI	12,712	11,047	79,579	74,327
Colt	9,682	8,667	56,849	55,693
Conquest	448	544	4,403	6,220
Vista	2,582	1,836	18,327	12,414
FIAT	0	0	0	316
HONDA	42,559	35,177	327,982	315,998
Civic	14,429	14,970	124,836	114,464
Civic CRX	5,489	5,014	42,180	36,639
Accord	15,384	10,543	96,219	108,292
Prelude	7,257	4,650	64,297	56,603
I.A.I.	0	100	0	1,466
ISUZU	2,443	1,638	23,122	14,637
I-Mark	1,433	381	10,344	3,491
Impulse	1,010	1,257	12,778	11,146
JAGUAR	2,619	1,517	15,884	14,186
XJ6	2,204	1,227	13,048	11,499
XJS	415	290	2,836	2,687
LANCIA	0	0	0	21
MASERATI BITURBO	94	140	1,218	1,833
MAZDA	20,254	15,065	162,823	143,262
323/GLC	8,095	4,370	46,475	38,478
626	9,180	6,022	72,592	59,784
RX-7	2,979	4,673	43,756	45,000
MERCEDES BENZ	4,467	6,890	69,473	61,467
190D	140	237	2,688	4,457
190E	1,027	1,485	18,946	12,712
240D	0	2	0	25
300D	464	1,388	13,404	13,135
300E	7	0	323	0
300CD	126	136	1,463	1,254
300TD	196	220	2,896	1,971
300SD	552	912	6,377	11,105
380SE	741	344	7,800	5,237
500SEL	844	463	6,488	3,198
380SL/SLC	299	1,059	7,899	7,089
500SEC	71	144	1,183	1,284
MERCURY MERKUR	887	0	6,862	0
MITSUBISHI	4,946	4,179	42,115	32,869
Starion	233	601	4,207	5,476
Cordia	732	838	7,290	11,928
Tredia	1,189	867	9,111	11,967
Mirage	1,299	946	11,081	1,892
Galant	1,493	927	10,426	1,606
NISSAN	44,679	42,059	452,412	409,088
Sentra/210	13,804	14,987	156,830	162,796
Pulsar/310	4,756	3,180	41,723	32,609
Stanza	6,694	3,214	53,004	37,565
Maxima	9,095	9,437	81,482	54,258
200SX	4,775	4,837	56,487	53,262
300ZX	5,006	5,890	56,881	63,307
Hawaii	549	514	6,005	5,291
PEUGEOT	1,422	1,745	13,839	15,272
PORSCHE	2,407	1,740	20,147	16,845
944	1,637	1,269	13,410	10,861
911	515	266	4,672	3,973
928	255	205	2,065	2,011
RENAULT	650	710	6,324	10,388
18i	170	157	2,174	2,593
Fuego	480	553	4,150	7,795
SAAB	3,016	2,898	32,393	27,820
900	811	820	9,218	6,680
900S	816	992	9,545	8,128
Turbo	1,348	937	12,680	12,229
Tourist	41	149	950	783
SUBARU	16,112	12,090	146,403	132,883
TOYOTA	60,554	49,787	517,115	463,568
Starlet	0	0	0	259
Corolla	15,791	14,419	142,849	132,804
Tercel	7,623	10,267	77,838	85,697
Celica	9,964	6,900	62,131	72,772
Supra	1,228	2,494	21,306	25,024
Camry	13,600	9,090	104,272	76,932
Cressida	4,458	1,911	38,752	26,825
Land Cruiser	665	395	3,239	3,274
Van	2,317	2,617	28,742	28,346
4Runner SR 5	547	785	4,496	4,859
MR2	3,227	0	27,027	0
Hawaii	1,134	900	6,460	6,766
Other	0	9	3	10
VOLKSWAGEN	11,759	5,850	119,925	86,901
Rabbit Convertible	778	664	10,981	10,237
Jetta	7,455	1,297	69,064	30,448
Vanagon	1,134	1,012	15,411	15,668
Quantum	1,462	1,708	12,118	15,234
Scirocco	930	1,169	12,351	15,314
VOLVO	8,453	7,072	92,146	87,942
DL	3,308	2,808	34,094	39,737
GL	1,018	1,157	8,477	22,823
GLT Turbo	43	817	2,131	8,492
DL/GL	3	846	1,936	4,442
740 Series - Gas	2,097	87	28,252	87
740 Series - Diesel	918	0	4,604	0
760 Series - Gas	859	852	8,950	7,978
760 Series - Diesel	74	421	2,049	3,028
Tourist	133	84	1,653	1,355
YUGO	928	0	1,309	0
IMPORT TOTAL	266,278	213,140	2,334,567	2,041,421

U.S. court OK's program in New Hampshire suit

GM wins fleet-subsidy case

Continued from Page 1

ing in volume sales, GM would have afforded them the opportunity to seek out and sell to fleet purchasers on the same terms that were made available to other franchised dealers," the court said.

"The record shows that GM provided any interested dealer with the opportunity to compete for fleet sales on the same terms and conditions as other dealers," the court held in granting GM a summary decision in the case.

NADA Executive Vice President Frank McCarthy said the organization was "disappointed" by the ruling and that it was looking at the options available to it.

"An appeal is a likely possibility, but we will have to wait on an analysis of the decision and on what the New Hampshire dealers want to do," he said.

Don Hudler, general director of sales operations at GM, said the company was "pleased with the decision in which all the dealers' claims were dismissed and the reasonableness of GM's efforts to enforce its fleet program guidelines were upheld."

Hudler, noting that the New Hampshire ruling was a "very important" one for GM, said the company was particularly gratified that the court held for it in all three key points: That there was no discriminatory pricing; that the fleet subsidies constituted "reasonable business practice," and that the special privileges it accords certain large fleet operations do not constitute the creation of a competitive franchise.

Meanwhile, NADA has lined up some of its old allies and reintroduced legislation that would ban the fleet-subsidy practices altogether.

As previously reported by Automotive News, the new measure does not include the exemptions of the previous bill, nor does it preclude individual states from acting on their own to ban the practice.

A vocal band of dealers had insisted on the changes, and the new bill complies with their wishes that "nobody be able to buy a car cheaper than a dealer."

Signaling a new approach by the dealer group to gain support for the measure, NADA President William Symes said the bill was "aimed at preventing short-term decisions by the auto makers from causing long-term damage to the franchise system and, therefore, the consumer."

NADA estimates that approximately 1.25 million vehicles are sold under fleet subsidies each year with discounts as high as $1,000.

In other instances the auto makers offer incentives such as cash rebates, special price reductions, free options, price-protection guarantees, distant-delivery credits, guaranteed resale values, advertising assistance and special finance support.

McCarthy noted that dealers from time to time receive such subsidies too, but unlike the fleet operators, dealers are always subject to the franchise requirements.

Unlike previous efforts, NADA this year is working with fewer sponsors of its fleet-subsidy bill in the early going. On the House side: it has 17; in the Senate, only 5. Since the measure is being introduced late in the year, it is almost certain that it will not see any action until next year.

And, as in previous attempts, it does not have the support of Rep. John Dingell, Michigan Democrat.

Dingell has called the measure "bad law," and the measure must go through his committee before it can reach the House floor.

NADA is philosophical about that, however, noting that the legislative route is not necessarily the only option available to it and that in any case some wars are not won overnight.

Four universities receive grants from Crain fund

Continued from Page 1

keting Management sequence.

In addition, Crain also announced an annual grant of $5,000 to The Advertising Council, a national organization of the advertising world devoted to providing free advertising and publicity for worthy civic and philanthropic causes.

A 1985 grant of $10,000 to the National Press Foundation, Washington, to help in the establishment of a major library and information center, also was announced.

Although G.D. Crain Jr. was an unusually astute publisher, he grew up on the editorial side of journalism and always considered himself essentially an editor. His publishing philosophy was simple: Put out a useful editorial product—one essential to the audience for which it was intended—and all the rest, including circulation and advertising, would take care of itself.

On the occasion of the 40th anniversary of his founding of Advertising Age, now the company's flagship publication, Mr. Crain asserted that "I always wanted to be a publisher," but added that he regarded himself "primarily as an editor and reporter and writer."

He insisted that publications produced under his name maintain the highest journalistic standards and encouraged the development of many aspects of business-publication journalism which have subsequently become standards in the field.

A native of Kentucky and an MBA graduate of that state's Centre College, he served as city and sports editor of the old Louisville Herald while in his early teens. Subsequently, he organized a business news service which at one time serviced almost 100 business publications.

He founded his own publishing company in 1916 with Hospital Management, a magazine for hospital administrators, and followed up one month later with what is now Business Marketing, a specialized paper for business-to-business marketers.

Mr. Crain moved into the big time in publishing when, having moved to Chicago, he launched Advertising Age at the beginning of the 1930s depression. His idea for fast, effective news coverage in the general advertising and marketing field succeeded in lasting out the depression. The publication moved steadily onward until it became one of the world's premier business papers.

Under his leadership, Crain Communications grew, via startups and acquisitions—including the 1971 acquisition of Automotive News—until it reached its present status this year with the addition of Crain's New York Business and Crain's Detroit Business.

Mr. Crain was active in many publishing circles during his long career. He was one of the founders of the industry group which is now known as Assn. of Industrial Advertisers, and he was president of the National Conference of Business Paper Editors.

In 1975, he was honored posthumously by election to the Advertising Hall of Fame because of his successful efforts "to raise the standards of advertising and marketing in the U.S. and internationally."

Mr. Crain died at the age of 88 in December, 1973, but the company continues as primarily a family enterprise, with his widow Gertrude as chairman of the board, his older son Rance as president and his younger son Keith as vice chairman.

Domestic dealer total dips 149 for 1985 model year

Continued from Page 1

vance of 49, and Chrysler was up 41. Mercury reported a gain of 33 and Lincoln's total grew by 29. At GM, there were gains of five apiece for Cadillac and Oldsmobile.

On the downside in franchise totals for the 1985 model year were Chevrolet, off 60; AMC, 33; Renault, 29; Volkswagen, 19; Buick, 15; Ford, 11, and Pontiac, 10.

Chrysler Corp.'s dealership total rose in the first three quarters of the model year and showed no change in the fourth for a net gain of 32 establishments. The total was 3,994 on Oct. 1, up from 3,962 a year earlier.

The July-September standoff ended a period of 11 consecutive quarterly gains for Chrysler. But, on the other hand, the corporation has now gone 12 straight quarters without suffering a decline.

Oct. 1 franchise totals for its three makes were Chrysler, 3,037; Plymouth, 2,997, and Dodge car, 2,913.

Chrysler Corp. has four dealerships that handle only Dodge trucks. They are not counted in the corporation's car-outlet total or in the Dodge car-franchise total. The Dodge truck-franchise total, incidentally, is 2,987.

At Ford Motor Co., recent quarterly slips of 11-9-13 eclipsed a rise of 30 in the final three months of 1984, giving the company a model-year drop of three dealerships. The latest total is 5,531, compared with 5,534 a year ago.

Franchise counts on Oct. 1 were Ford car, 4,694; Mercury, 2,754, and Lincoln, 1,598.

There are 116 dealerships that handle only Ford heavy-duty trucks. They are not counted in the company's car-dealer total or in Ford Division's car-franchise total.

GM lost 20 dealers in each of the first two quarters of the model year and 35 in each of the last two quarters for a decline of 110. GM's Oct. 1 car-dealership figure was 9,875, down from 9,985 at the beginning of the model year. Including GMC truck outlets that do not handle a GM passenger car, the corporate dealer total is 10,450.

Car-franchise numbers on Oct. 1 were: Chevrolet, 5,075; Oldsmobile, 3,200; Pontiac, 3,000; Buick, 2,955, and Cadillac, 1,610.

AMC-Renault had 1,415 car dealers on Oct. 1, down 53 from 1,468 when the model year began. Quarterly slips were 3-3-23-24.

The franchise totals on Oct. 1 were 1,360 for AMC and 1,307 for Renault.

Of the 1,415 AMC-Renault outlets, 1,252 handle both makes. AMC has 733 duals with Big Three makes, and Renault is included in 90 percent of them. AMC has about 70 duals with VW (without a Big Three make in the house) and Renault is involved in half of them.

Volkswagen finished the 1985 model year with 877 dealerships, down 19 from its 986 when the season began. After a gain of three in the first quarter of the model year, there were dips of five, 10 and seven in the next three periods.

VW has an estimated 150 duals with the Big Three and/or AMC.

U.S. CAR OUTLETS

	Oct. 1, 1985	Oct. 1, 1984
American Motors-Renault	1,415	1,468
Chrysler Corp.	3,994	3,962
Ford Motor Co.	5,531	5,534
General Motors	9,875	9,985
Volkswagen	877	896
TOTALS	21,692	21,845
Minus Intercorporate Duals	978	982
NET OUTLETS	20,714	20,863

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U.S. FRANCHISES

	Oct. 1, 1985	Oct. 1, 1984
AMERICAN MOTORS-RENAULT		
AMC	1,360	1,393
Renault	1,307	1,336
CHRYSLER CORP.		
Chrysler	3,037	2,996
Dodge	2,913	2,864
Plymouth	2,997	2,947
FORD MOTOR CO.		
Ford	4,694	4,705
Lincoln	1,598	1,569
Mercury	2,754	2,721
GENERAL MOTORS		
Buick	2,955	2,970
Cadillac	1,610	1,605
Chevrolet	5,075	5,135
Oldsmobile	3,200	3,195
Pontiac	3,000	3,010
VOLKSWAGEN	877	896

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Inventory grows to 65 days for domestic cars

Continued from Page 2

73; Golf, 72; Pontiac 1000, 70; Charger, 69; Turismo, 69; Omni, 64; Chevette, 60; Horizon, 54; Lynx, 45; Escort, 40; Sentra, 15, and Accord, 7.

Compact—Capri, 114; Eagle, 106; Firenza, 101; Cimarron, 92; Cavalier, 87; Skyhawk, 85; Camaro, 73; Sunbird, 71; Mustang, 61; Firebird, 57; LeBaron, 54; Topaz, 51; Tempo, 49; Aries, 46, and Reliant, 42.

Intermediate—Somerset, 111; Regal, 109; Grand Prix, 96; Lancer, 90; LeBaron GTS, 88; Bonneville, 87; Citation, 84; Thunderbird, 83; Cougar, 77; LTD, 75; Monte Carlo, 75; Century, 71; Cutlass Supreme, 70; Marquis, 68; New Yorker, 67; Calais, 65; Dodge 600, 59; Celebrity, 57; Pontiac 6000, 56; Skylark, 56; Cutlass Ciera, 52; Caravelle, 39, and Grand Am, 32.

Standard—Parisienne, 107; Chevrolet, 93; LeSabre, 77; Olds 88, 72; Gran Fury, 72; Crown Victoria, 61; Diplomat, 58, and Grand Marquis, 55.

Luxury—Electra, 109; Corvette, 96; Seville, 73; Cadillac, 71; Olds 98, 71; Continental, 66; Mark VII, 55; Eldorado, 53; Toronado, 50; Riviera, 47; Lincoln, 41, and Fifth Avenue, 20.

NEW-CAR STOCKS

	Nov. 1, 1985	Oct. 1, 1985	Nov. 1, 1984
Alliance	101	77	89
Encore	141	95	96
Total Renault	113	83	92
Eagle	103	66	84
Total AMC	103	66	84
AMC	112	81	91
Horizon	54	38	94
Turismo	69	42	76
Reliant	42	49	66
Caravelle	39	70	59
Plymouth	72	58	92
Total Plymouth	48	47	75
Laser	85	36	104
LeBaron K	54	47	62
LeBaron GTS	88	65	0
Fifth Avenue	20	30	55
New Yorker	67	75	66
Total Chrysler	50	45	67
Omni	64	40	77
Charger	69	38	73
Daytona	73	32	100
Aries	46	53	62
Lancer	90	62	0
Diplomat	58	67	89
Dodge 600	59	64	63
Total Dodge	61	50	73
CHRYSLER CORP.	53	47	72
EXP	96	25	102
Escort	40	21	61
Mustang	61	50	45
Tempo	49	14	58
Thunderbird	83	32	58
LTD	75	34	45
Crown Victoria	61	27	76
Total Ford Division	56	26	59
Lynx	45	24	66
Topaz	51	16	45
Cougar	77	27	45
Capri	114	47	100
Marquis	68	47	54
Grand Marquis	55	20	74
Total Mercury	61	27	58
Continental	66	37	84
Lincoln	41	23	39
Mark VII	55	32	110
Total Lincoln	46	26	53
Total L-M Division	57	26	57
FORD MOTOR CO.	56	26	58
Skyhawk	85	61	57
Skylark	56	35	37
Somerset Regal	111	93	57
Century	71	29	29
Regal	109	34	35
LeSabre	77	35	39
Electra	109	43	22
Riviera	47	65	31
Total Buick	87	42	36
Cimarron	92	20	53
Seville	73	92	40
Cadillac	71	34	19
Eldorado	53	76	44
Total Cadillac	69	42	30
Chevette	60	27	64
Nova	112	91	0
Cavalier	87	34	46
Citation	84	20	74
Camaro	73	35	92
Celebrity	57	28	34
Monte Carlo	75	76	43
Chevrolet	93	40	51
Corvette	96	113	60
Total Chevrolet	77	38	52
Firenza	101	92	64
Calais	65	47	93
Cutlass Ciera	52	22	26
Cutlass Supreme	70	27	26
Olds 88	72	37	30
Olds 98	71	44	23
Toronado	50	59	48
Total Oldsmobile	65	34	33
Fiero	102	48	47
1000	70	40	81
Sunbird	71	32	62
Firebird	57	36	73
Grand Am	32	31	34
6000	56	26	26
Bonneville	87	32	40
Grand Prix	96	30	39
Parisienne	107	41	61
Total Pontiac	65	33	49
GENERAL MOTORS	73	37	42
VOLKSWAGEN	72	55	47
HONDA	7	5	7
NISSAN	15	15	0
DOMESTIC TOTAL	65	36	51
Subcompact	56	33	65
Compact	65	35	59
Intermediate	67	36	41
Standard	77	34	54
Luxury	60	42	37

Prior week's was best since April

Auto production dips from high

By Kathy Boyer
Detroit Reporter

Last week's estimated domestic auto production of 174,470 units fell 4.16 percent from the previous week's 182,039.

The prior week's actual production was more than a thousand units higher than expected and was the best output since the week ended April 29, when 183,669 cars were built.

The scheduled output last week was slightly below (0.69 percent) the year-ago week's 175,684.

So far this year, 7,369,410 cars have been assembled, 5.18 percent more than the 7,006,676 completed last year at this point.

Companies accounted for last week's scheduled production as follows: General Motors, 58.10 percent; Ford Motor Co., 17.97 percent; Chrysler Corp., 16.91 percent; Honda of America Mfg. Co., 2.07 percent; American Motors, 1.58 percent; Volkswagen of America, 1.35 percent; New United Motor Mfg. Co., 1.09 percent, and Nissan Motor Mfg. Co., U.S.A., 0.93 percent.

Saturday (Nov. 16) overtime was scheduled for these GM plants: Doraville, Ga.; Oklahoma City; Janesville, Wis., and Lordstown, O.

Ford has daily overtime this week (Nov. 18) at plants in Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

All of those plants except Wixom are slated for Saturday (Nov. 23) overtime.

Chrysler's Belvidere (Ill.) plant was scheduled for Saturday (Nov. 16) overtime.

These Chrysler plants are slated for daily overtime this week : Belvidere; Newark, Del.; St. Louis No. 1, and Sterling Heights, Mich.

GM's Pontiac plant No. 1 was shut down Nov. 8 because of a parts shortage. Production is scheduled to resume today (Nov. 18). The plant assembles the Pontiac Fiero.

Chrysler's St. Louis No. 2 plant remains on strike over local issues. The plant produces Plymouth Gran Fury, Chrysler Fifth Avenue and Dodge Diplomat.

Ford adds 252,000 cars to Tempo-Topaz recall

WASHINGTON.—Ford Motor Co. is recalling some 252,000 more 1984-85 Tempo and Topaz cars to see if the bolt that fastens the rear suspension control arms to the rear wheel spindles needs replacing.

Ford thinks that only about one percent of the cars have the problem, but the company has received a report of an accident involving injury.

Of the cars involved, 227,000 are in the U.S., 25,000 are in Canada, and 200 were exported.

Last June, Ford recalled 289,000 Tempo and Topaz cars for the same problem. More are being added now because Ford discovered that suspect parts had not been purged from the Kansas City and Oakville assembly plants.

In addition to the Ford recall--which Ford told NHTSA it was planning on Oct.29—the NHTSA monthly defect report listed several other recalls. They included:

1. 32,400 1985 Ford F-350 pickups because fuel sender retaining nuts may fracture and allow fuel to leak or spill.

2. 12,459 Fleetwood Pace Arrow, Southwind 1985-86 motor homes because the generator exhaust tailpipe can become damaged and allow carbon monoxide fumes to enter the vehicles.

3. 3,988 1986 Ford Tempo and Topaz cars because the engine may develop or maintain a partially opened throttle.

4. 14,600 1986 Jeep Wagoneer, Cherokee and Comanche models because fuel lines may be improperly fitted.

5. 230 Jeep Grand Wagoneer, J10 and J20 models because they may contain contaminated brake fluid.

6. 294 1985 Chevrolet Celebrity autos because the clutch cable may contact the master cylinder brake pipe.

NHTSA also announced the opening of several new investigations: Front brake problems in 1983-84 GMC Astros, brake proportioning valve in 1984-85 GMC Suburbans, and loss of steering control in 1984 Tempo/Topaz.

GM, Korea firms in battery venture

SEOUL, South Korea.—General Motors has entered into a $5.7 million joint venture with two firms here to produce car batteries for export.

The venture, with the Daewoo and Hyosung groups, is to make batteries in South Korea for export beginning mid-1986.

GM's Delco Remy Division is said to have half the equity in the joint venture, with the two South Korean firms sharing the remaining equity on an equal basis.

Truck production slips 2.82 pct.; total is 69,143

Domestic truck makers' estimated production of 69,143 units last week fell 2.82 percent from the previous week's 71,151 but was 3.54 percent more than the year-ago week's 66,778.

So far this year, 2,934,909 units have been assembled, 5.17 percent more than the 2,790,645 built last year at this point.

General Motors scheduled Saturday (Nov. 16) overtime at the following plants: Janesville, Wis.; Lordstown, O., and Shreveport, La.

Ford's Kansas City; Louisville; Lorain, O.; Wayne, Mich., and Norfolk plants are slated for daily overtime this week (Nov. 18).

Saturday (Nov. 23) overtime is scheduled at Ford's Kansas City, Lorain and Louisville plants.

Chrysler Corp. scheduled Saturday (Nov. 16) overtime at its Warren (Mich.) plant. Warren is slated for daily overtime this week (Nov. 18).

Canadian makers set highest builds since May-June

Scheduled production of cars and trucks in Canada is back up to the high levels of the second quarter of this year.

Canadian auto makers estimated production of 25,604 cars last week, their best output since the week ended June 22, when 25,789 units were assembled.

Last week's build was 14.01 percent more than the previous week's 22,458 and 10.48 percent more than the year-ago week's 23,175.

So far this year, 952,958 cars have been assembled, 2.58 percent more than the 928,995 built last year at this point.

Canadian truck makers estimated production of 19,198 trucks last week.

The targeted build was the highest output since the week ended May 11 when 19,206 were assembled.

Last week's scheduled production was 7.14 percent more than the previous week's 17,918 and 2.69 percent more than the year-ago week's 18,695.

So far this year, 723,446 trucks have been built, 1.45 percent more than the 713,082 completed last year at this point.

U.S. CAR PRODUCTION

	Week Ended Nov. 16, 1985	Week Ended Nov. 17, 1984	Week Ended Nov. 9, 1985	Nov. to Date	Jan. 1 to Nov. 17, 1984	Jan. 1 to Nov. 16, 1985
AMERICAN MOTORS	2,750	4,669	2,813	6,080	172,595	103,257
Renault Total	2,750	4,669	2,813	6,080	172,595	103,257
Alliance	2,000	2,859	2,186	4,556	98,839	67,613
Encore	750	1,810	627	1,524	73,756	35,644
CHRYSLER CORP.	29,500	28,497	29,769	64,340	1,119,731	1,136,935
Plymouth Total	9,500	8,612	9,312	20,220	341,511	330,296
Horizon	3,900	3,347	3,732	8,138	145,719	126,919
Reliant	4,100	3,470	4,152	8,903	156,946	146,213
Caravelle	1,500	1,251	1,428	3,113	19,495	42,957
Gran Fury	0	544	0	65	19,351	14,207
Chrysler Total	8,500	8,674	8,562	18,861	361,038	372,535
LeBaron	3,000	2,338	2,863	6,312	105,048	83,712
LeBaron GTS	3,100	1,019	2,961	6,546	4,051	88,357
Laser	1,100	1,485	1,225	2,524	64,123	47,140
New Yorker E-Class	1,300	1,491	1,513	3,036	82,814	57,917
Fifth Avenue	0	2,341	0	442	105,002	95,409
Dodge Total	11,500	11,211	11,895	25,258	417,182	434,104
Omni	3,200	2,873	3,570	7,253	133,285	121,967
Aries	3,200	3,321	3,076	6,718	128,276	121,143
Daytona	1,100	1,100	1,205	2,507	48,301	42,595
Dodge 600	2,100	1,603	2,088	4,501	67,487	59,300
Lancer	1,900	873	1,956	4,173	3,229	60,192
Diplomat	0	1,441	0	107	36,604	28,907
FORD MOTOR	31,347	41,165	36,182	74,647	1,597,518	1,478,652
Ford Division	20,494	26,996	23,165	48,631	1,033,252	992,786
Escort	7,468	7,574	8,365	17,401	311,739	307,468
Mustang	4,191	3,591	4,096	9,125	123,870	165,758
LTD	0	4,944	3,408	4,284	203,091	184,449
Taurus	1,483	0	459	2,043	0	2,934
Thunderbird	2,698	2,798	3,114	6,483	133,226	154,859
Crown Victoria	0	2,021	0	0	76,260	7,122
EXP	0	1,088	0	0	37,874	3,863
Tempo	4,654	4,980	3,723	9,294	147,192	166,333
L-M Division	10,853	14,169	13,017	26,016	564,266	485,866
Mercury Total	7,079	10,057	8,821	17,308	412,917	339,531
Lynx	1,982	1,210	2,334	4,605	61,989	66,146
Capri	379	434	370	825	16,477	16,989
Marquis	0	2,712	1,071	1,265	108,082	84,073
Sable	572	0	689	1,328	0	1,828
Cougar	3,328	3,100	3,687	7,549	103,651	115,563
Grand Marquis	0	1,604	0	0	82,347	7,915
Topaz	818	997	670	1,736	40,371	47,017
Lincoln Total	3,774	4,112	4,196	8,708	151,349	146,335
Continental	516	743	586	1,205	32,928	22,923
Lincoln	2,859	2,912	3,146	6,559	94,732	107,252
Mark VI VII	399	457	464	944	23,689	16,160
GENERAL MOTORS	101,396	96,480	104,551	226,169	3,927,572	4,350,370
Buick Total	21,367	23,680	22,116	47,728	883,907	908,338
Skylark	0	2,690	0	0	96,561	40,953
Skyhawk	3,177	1,652	3,750	7,350	118,931	97,344
Somerset	1,447	2,122	1,590	3,569	19,154	110,476
Century	7,607	5,677	8,172	17,361	204,284	264,999
Regal	2,725	2,496	2,667	5,926	160,910	123,406
LeSabre Electra (rwd)	715	5,281	702	1,589	185,290	95,398
LeSabre (fwd)	1,176	0	896	2,241	0	4,890
Riviera	513	1,437	195	750	47,132	46,891
Electra (fwd)	4,007	2,325	4,144	8,942	51,645	123,981
Cadillac Total	6,813	7,751	6,854	14,807	292,805	298,606
Cimarron	738	334	741	1,606	14,091	24,598
Seville	390	906	175	601	34,650	28,509
Eldorado	555	1,847	191	792	68,233	53,512
Cadillac (rwd)	933	1,485	880	1,980	101,656	36,040
DeVille (fwd)	4,197	3,179	4,867	9,828	74,175	155,947
Chevrolet Total	35,954	27,539	34,574	77,145	1,322,629	1,463,217
Chevette	2,317	2,796	2,870	5,775	159,201	139,181
Cavalier	10,831	7,985	10,589	23,265	357,982	443,869
Celebrity	6,429	5,090	5,025	12,306	254,834	238,179
Camaro	4,985	4,465	4,852	10,845	204,980	191,934
Citation	0	1,595	0	0	94,785	28,697
Malibu El Camino	0	513	0	0	21,713	1,199
Monte Carlo	2,550	1,021	2,582	5,669	90,197	125,007
Chevrolet	7,842	3,058	7,658	17,088	108,038	253,402
Corvette	1,000	1,016	998	2,198	30,999	41,749
Oldsmobile Total	21,843	26,416	22,663	49,108	954,311	1,053,851
Omega	0	0	0	0	29,289	0
Firenza	1,115	1,732	1,308	2,662	60,543	56,507
Cutlass Supreme	5,166	5,252	5,268	11,546	231,004	210,912
Cutlass Ciera	6,151	5,957	7,153	14,795	223,689	317,864
88 98 (rwd)	800	7,048	605	1,535	281,961	165,154
88 (fwd)	2,240	0	1,923	4,516	0	11,305
Olds 98	2,831	3,052	3,111	6,549	67,429	129,782
Calais	3,170	2,303	3,146	6,955	20,478	134,543
Toronado	370	1,072	149	549	39,918	28,324
Pontiac Total	15,419	11,094	18,344	37,381	473,920	626,358
Acadian**	0	144	870	1,047	13,178	15,829
2000 Sunbird	3,532	2,743	2,954	7,044	124,770	127,267
1000	1,291	479	1,503	3,083	36,174	30,650
Firebird	2,635	2,504	2,723	5,863	96,317	102,127
Phoenix	0	0	0	0	14,116	0
6000	1,491	0	1,752	3,543	0	49,602
Grand Prix Bonville	0	0	0	0	29,733	0
Parisienne	2,670	2,420	2,689	5,913	41,589	78,556
Fiero	0	1,311	2,433	2,921	104,278	98,101
Grand Am	3,800	1,493	3,420	7,968	13,765	124,226
HONDA	3,610	3,049	3,033	7,185	122,692	130,669
NISSAN	1,617	0	1,426	3,347	0	34,830
NUMMI*	1,900	0	1,900	4,180	0	48,049
VOLKSWAGEN	2,350	1,824	2,365	5,129	66,568	86,648
Total Cars, U.S.	174,470	175,684	182,039	391,076	7,006,676	7,369,410
Total Cars, Canada	25,604	23,175	22,458	52,977	928,995	952,958
N. American Cars	200,074	198,859	204,497	444,053	7,935,671	8,322,368
N. American Trucks	88,341	85,473	89,069	194,893	3,503,727	3,658,355
North American Cars and Trucks	288,415	284,332	293,566	638,946	11,439,398	11,980,723

*—Revised estimate
**—All Acadians are built for sale in Canada
Monthly estimates may contain error of one or two units due to rounding

CANADIAN CAR PRODUCTION

	Week Ended Nov. 16, 1985	Week Ended Nov. 17, 1984	Week Ended Nov. 9, 1985	Nov. to Date	Jan. 1 to Nov. 17, 1984	Jan. 1 to Nov. 16, 1985
AMERICAN MOTORS	410	610	0	484	19,907	10,124
FORD MOTOR	10,569	11,243	9,742	22,359	390,906	437,625
GENERAL MOTORS	14,400	11,142	12,494	29,642	508,957	496,259
VOLVO	225	180	222	492	9,225	8,950
Total Cars, Canada	25,604	23,175	22,458	52,977	928,995	952,958

U.S. TRUCK PRODUCTION*

	Week Ended Nov. 16, 1985	Week Ended Nov. 17, 1984	Week Ended Nov. 9, 1985	Nov. to Date	Jan. 1 to Nov. 17, 1984	Jan. 1 to Nov. 16, 1985
CHEVROLET	18,529	19,352	18,845	41,015	876,555	983,544
DODGE	4,600	5,369	5,615	11,136	189,110	188,377
FORD	27,661	26,527	28,298	61,621	1,065,918	1,022,132
GMC	6,798	6,629	6,919	15,089	288,947	309,874
INTERNATIONAL	1,495	1,576	1,377	3,168	67,564	64,306
JEEP	5,800	3,739	5,800	12,719	165,978	190,448
NISSAN	2,210	2,536	2,247	4,957	88,263	93,545
AM GENERAL	50	50	50	110	2,310	2,130
MISCELLANEOUS	2,000	1,000	2,000	4,400	46,000	30,553
Total Trucks, U.S.	69,143	66,778	71,151	154,214	2,790,645	2,934,909

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 16, 1985	Week Ended Nov. 17, 1984	Week Ended Nov. 9, 1985	Nov. to Date	Jan. 1 to Nov. 17, 1984	Jan. 1 to Nov. 16, 1985
CHRYSLER	9,080	8,735	7,721	18,379	321,955	333,914
FORD	3,581	3,601	3,642	7,935	137,612	139,626
GENERAL MOTORS	6,336	6,252	6,352	13,920	245,898	241,065
INTERNATIONAL	201	107	203	444	7,617	8,841
Total Trucks, Canada	19,198	18,695	17,918	40,679	713,082	723,446
N. American Trucks	88,341	85,473	89,069	194,893	3,503,727	3,658,355

—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.